2021 INVESTOR DAY

Cloud Technologies Drive Digital Transformation and Growth

Jeff Zhang, President of Alibaba Cloud Intelligence



01 **Cloud Market: Growth Driven by Digitalization**

数字经济驱动云计算发展

02 **Alibaba Cloud: Leading Markets with Strong Performance**

阿里云强劲表现持续引领市场

03 **Our Vision: A New Digital World Powered by Cloud**

云计算构建数字新世界

Digital Economy is Fueling Economic Growth

数字经济成为全球经济增长引擎

GDP Growth: US vs. China[1]



+2.3% YoY

14.7 trillion USD

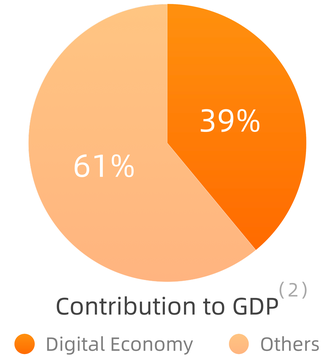


-3.5% YoY

20.9 trillion USD

2020

Digital Economy Growth in China



USD5.6 Tr

Digital Economy Scale[3]

2020

9.6%

Digital Economy Growth[3]

2020

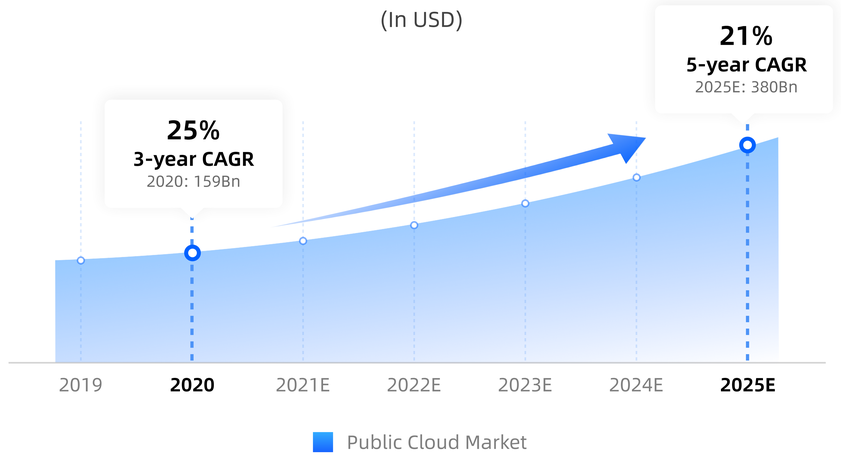
Notes:
1.The World Bank, GDP Data for 2020, released in 2021
2.National Bureau of Statistics of China, Digital Economy and Its Core Industries' Category 2021, released in 2021
3.CAICT, China Digital Economy Development White Paper 2021, released in 2021

Digitalization Drives Cloud Computing Growth

数字经济与实体经济的深度融合为云计算带来更多机会

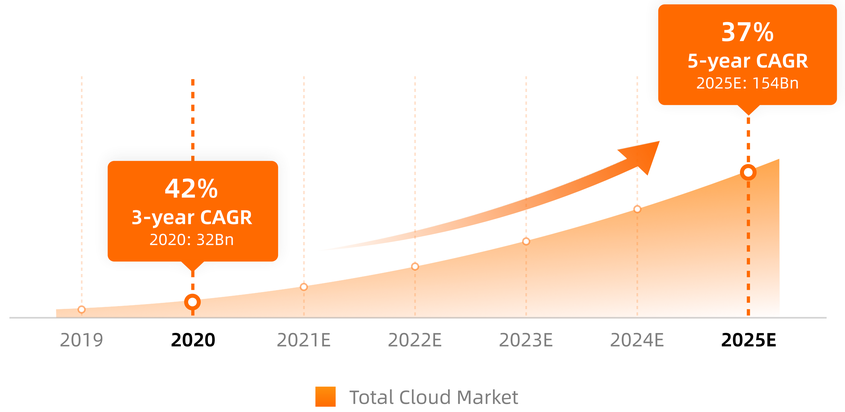
US Cloud Market Outlook (1)

(In USD)



China Cloud Market Outlook (2)

(In USD)

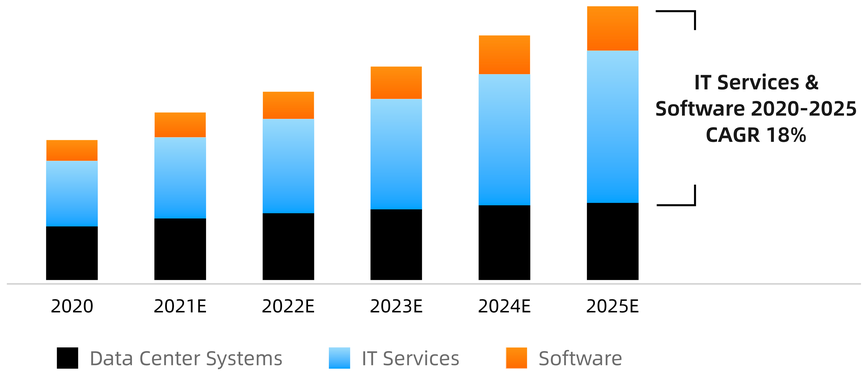


Notes: “E” refers to estimated values
1.IDC, Worldwide Public Cloud Services Tracker, 1H21, released in 2021
2.CAICT, China Cloud Computing Development White Paper 2021, released in 2021

Digitalization in China Demands Holistic and Agile Solutions across Industries

中国数字化转型寻求更全面、敏捷的解决方案

China IT Spending: Robust Growth in IT Services and Software (1)



China National Strategy for Digital Transformation (2)

Digitalization of Industries

- Digitalization
- Internet of Things
- Artificial Intelligence

Industrialization of Digital Technology

- Cloud-Network Integration
- Secure and Controllable
- Green and Low-carbon

Notes:" E" refers to estimated values
1.Gartner, Market Databook 1Q21, released in 2021
2.The State Council of the People's Republic of China, 14th Five-Year Plan for Economic and Social Development and Long-Range Objectives through the Year 2035, released in 2021

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云计算构建数字新世界

Alibaba is a Global Leader in Cloud Markets

阿里云持续保持市场领先地位

No.1 in China[1][2]

中国第一

No.1 in Asia[1][2]

亚洲第一

Top 3 Globally[1][2]

世界第三

Notes:
1.IDC, Worldwide Public Cloud Services Tracker 1H21, released in 2021
2.Gartner, Market Share: IT Services, Worldwide 2020, released in 2021

Alibaba is a Global Leader in Cloud Technology

技术能力持续保持行业领先

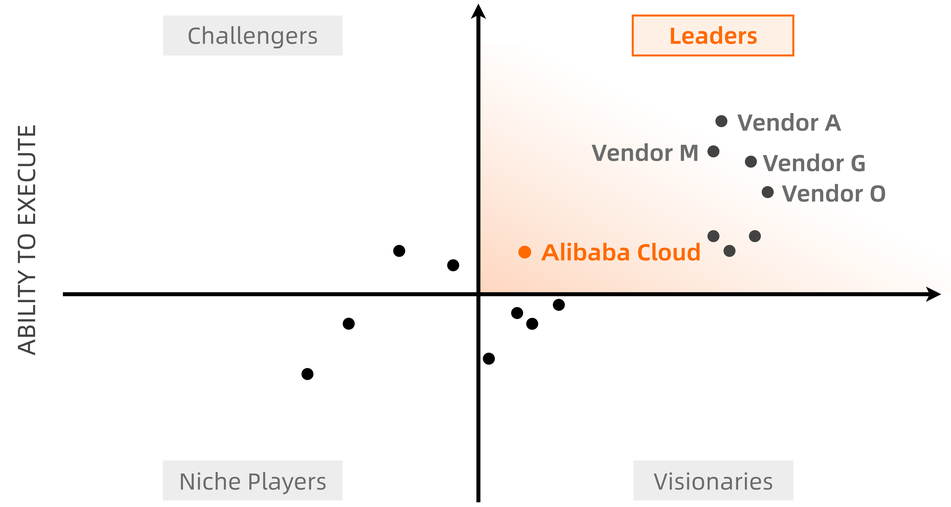
Top 3 in IaaS+PaaS[1]

IaaS+PaaS能力世界前三

	Vendor A	Vendor M	Alibaba Cloud	Vendor O	Vendor G
Overall	No.1	No.2	No.3	No.4	No.5
Compute	No.2	No.5	No.1	No.4	No.3
Storage	No.2	No.3	No.1	No.4	No.5
Network	No.2	No.4	No.1	No.3	No.4
Security	No.1	No.4	No.1	No.5	No.3
Resilience	No.2	No.3	No.4	No.5	No.4
Software Infrastructure	No.1	No.3	No.2	No.5	No.4
Digital Business Infrastructure	No.1	No.2	No.3	No.5	No.4
Operations & Governence	No.1	No.2	No.3	No.4	No.4

Leader in Cloud Database[2]

数据库进入领导者象限



Notes:
1.Gartner, Solution Scoreboard for Integrated IaaS+PaaS for 2021, released in 2021
2.Gartner, Magic Quadrant for Cloud Database Management Systems for 2020, released in 2021

Strong Growth in Revenue, Profitability and Customer Base

阿里云收入规模、盈利性、客户规模持续增长

Revenue & Profit

RMB69.2 Bn

Alibaba Cloud GAAP Revenue (1)

RMB173 Mn

Alibaba Cloud Adjusted EBITA (1)

Customer Base

4 Mn+

Paying Customers (2)

40%+

3-Year ARPU CAGR (3)

62% ↑ YoY +2pt

Percentage of A-share Listed Companies Using Alibaba Cloud (2)

Notes:
1. Beginning on April 1, 2021, we reclassified the results of DingTalk business to the cloud computing segment. Unless otherwise indicated, all figures above are for the twelve months ended September 30, 2021
2. The numbers are for twelve months ended September 30, 2021
3. Average revenue per user growth has excluded the influence of a top cloud customer and the 3-year compound annual growth rate is from twelve months ended September 30, 2018 to twelve months ended September 30, 2021

Internet Sector Continues to Drive Solid Business Growth

互联网作为阿里云支柱行业贡献稳定增长

Internet Sector in China

RMB150 Bn+

2021 IT Spending[1]

40%+

Alibaba Cloud Revenue 3-Year CAGR[2]

Entertainment	Gaming	E-Commerce	Pan-Internet
bilibili, 快手, 微博 weibo, MOMO, YY.COM, 虎牙直播 huya.com	miHoYo 米哈游, 心动网络, lilith GAMES, G-bits 吉比特, YOOZOO 游族网络, BOKE 波克城市	十荟团 NICE TUAN, 得物, Ctrip 携程, 58同城, 小红书, babytree 宝宝树	oppo, xiaomi, 迅雷 XUNLEI, 追光动画 Light Chaser Animation, 七牛云, 企查查 Qcc.com

Notes:
1.Gartner, Market Databook for 1Q21, released in 2021
2. Internet industry revenue has excluded the influence of a top cloud customer and the 3-year compound annual growth rate is from twelve months ended September 30, 2018 to twelve months ended September 30, 2021

Digital Transformation Emerging as New Pillar for Business Growth

传统政企行业数字化转型正成为阿里云增长的第二支柱

Traditional Industries & Organizations in China

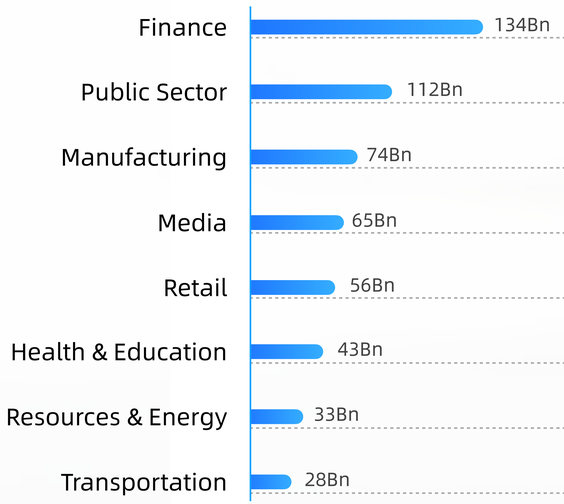
RMB700 Bn+

2021 IT Spending[1]

50%+

Alibaba Cloud Revenue 3-Year CAGR[2]

IT Spending



Alibaba Cloud Customers

中华保险 CHINA INSURANCE | 太平洋保险 CPIC | 天弘基金
浙江省人民政府 | 上海城市运行管理中心 | 郑州市大数据管理局
PHILIPS | 中国一汽 | 首钢集团 SHOUGANG GROUP
CCTV.com 央视网 | 芒果tv | 华数传媒 wasu media
飞鹤 | 居然之家 Easyhome | YATSEN
浙江大学 | 北京航空航天大学 | 华大基因 BGI
国家电网 STATE GRID | NARI 南瑞集团 | 中国石化 SINOPEC
中国南方航空 CHINA SOUTHERN AIRLINES | 浙江交通 | 货拉拉

Notes:
1.Gartner, Market Databook 1Q21, released in 2021
2.The 3-year compound annual growth rate are from twelve months ended September 30, 2018 to twelve months ended September 30, 2021

Our Global Footprint and Regional Focus Contribute Diversified Business Growth

全球布局与区域聚焦策略持续贡献多元客户与收入增长



60%

SEA Market Revenue Growth(1)

Customer Success Stories

MOCREATIVE · mynt finance for all · akulaku · goto · BNC bank neo commerce · BLUEPOWER TECHNOLOGY

Note:
1.Alibaba Cloud Business Analytics, for twelve months ended September 30, 2021

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数字经济驱动云计算发展

02 Alibaba Cloud: Leading Markets with Strong Performance

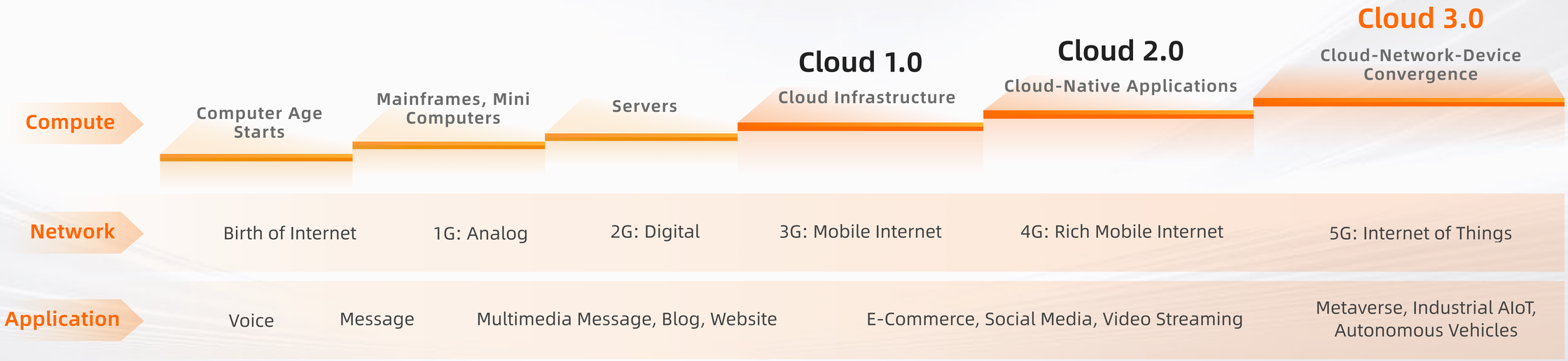
阿里云强劲表现持续引领市场

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云计算构建数字新世界

Evolution to a New Digital World

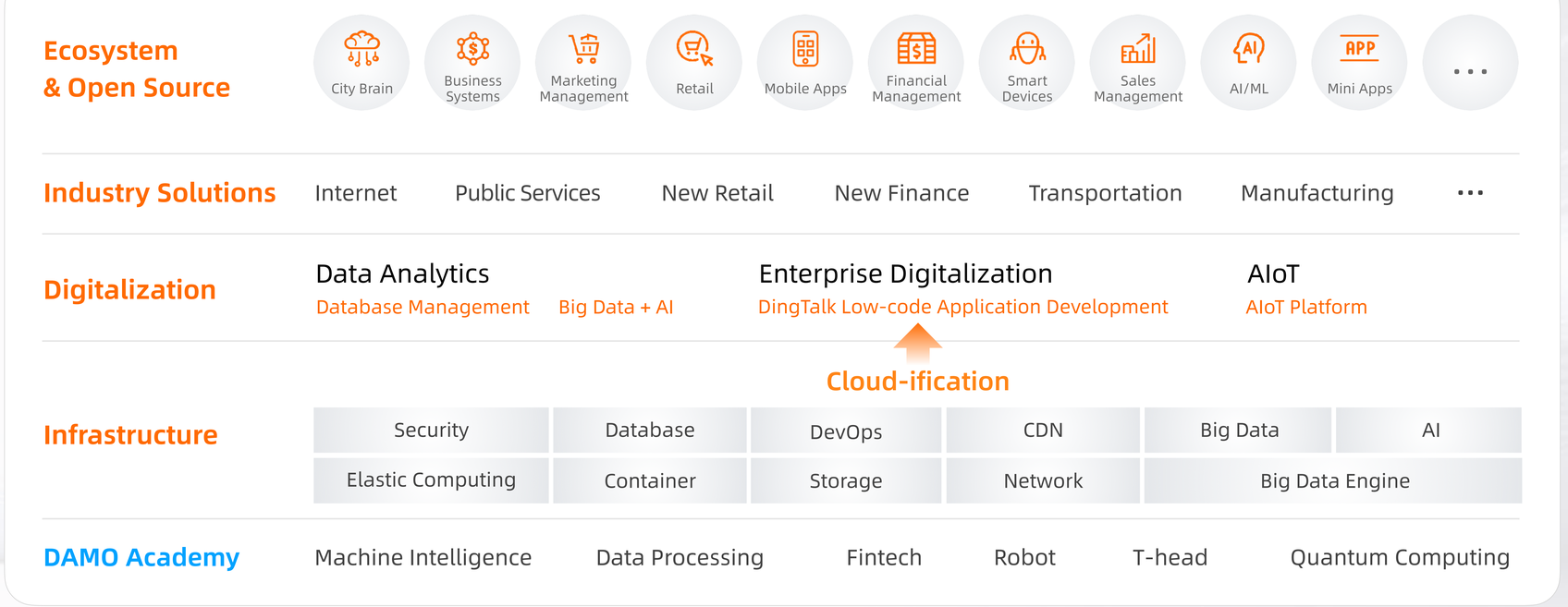
数字科技在计算、网络、应用的演进中构建数字世界的基石



Alibaba is Redefining Cloud Computing in China

重新定义中国云计算与新IT系统

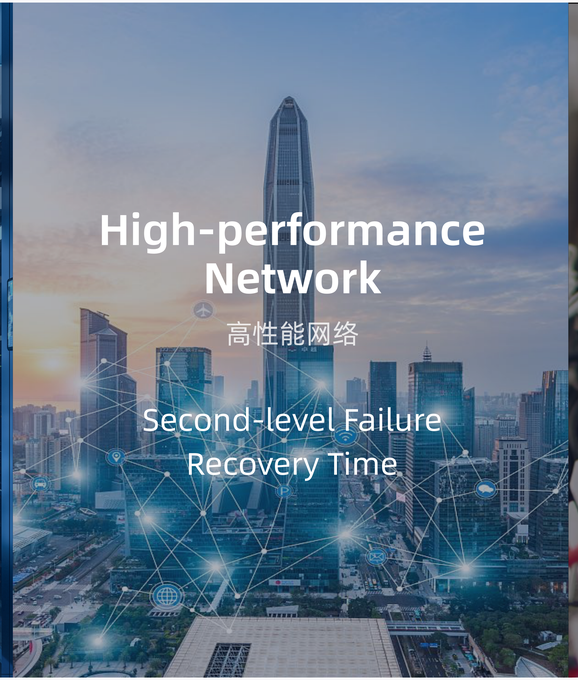
Cloud Computing as Defined by Alibaba Cloud



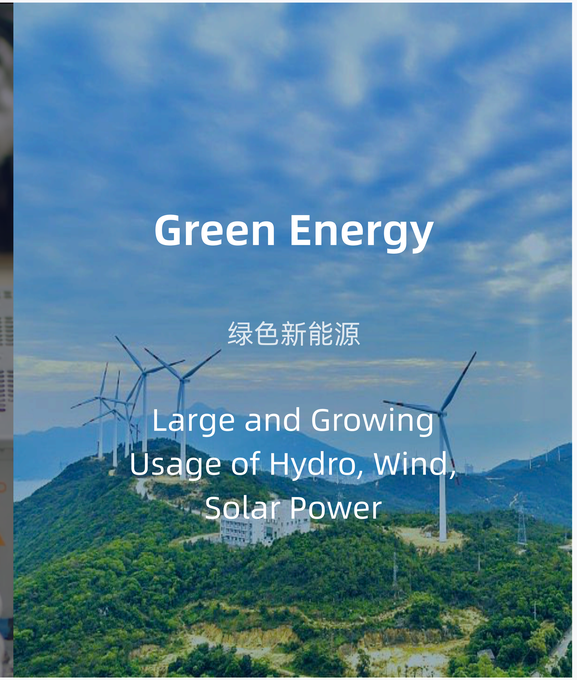
Alibaba Cloud Infrastructure: Leading in Scale, Performance, and Energy Efficiency

计算规模、网络性能与绿色能效的完美结合







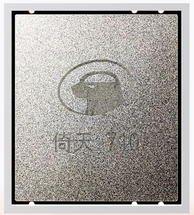


Alibaba's Proprietary Innovations in Full-stack Cloud-native Hardware

全栈自研创新的云基础设施硬件

Apsara Cloud OS Our Intelligent Cloud OS for Public and Hybrid Cloud Solutions

Chip & Server



Yitian 710

倚天710

128 Cores
ARM V9 Architecture

DDR5
8-channel Memory



Alibaba Cloud Server

磐久服务器

X86/ARM Processors
Performance

Fangsheng Server Architecture
Modular & Reliability

Network

FIC Card

Optical Network

Solar-RDMA

Data Center

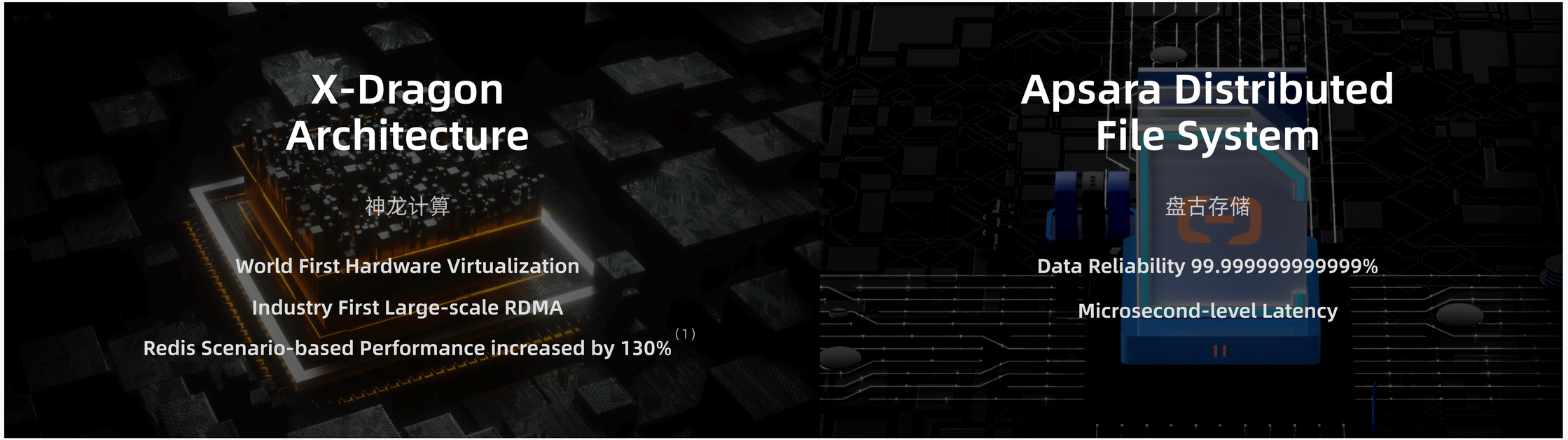
Cooling Technology

Robots

CO_2 Emission Management

Alibaba Cloud Infrastructure Solutions: Ultra-high Performance and Reliability in Compute and Storage

极致性能与稳定可靠是云计算的永恒追求



Note:
1.The performance is compared with the previous generation architecture

Alibaba's Cloud-native Data Solutions: One-stop Enterprise Database Management

云原生数据处理能力：企业级一站式数据管理解决方案

Data Management Services (DMS)

RDS

- 1 trillion anomaly checks/day, 24x7
- SQL processing: over 30Mn lines/sec
- SQL optimization: 20,000 diagnoses/day

PolarDB + HTAP

- High availability based on X-Paxos, RPO=0
- Financial-grade reliability
- Cloud-native upgrade + HTAP
- PolarDB-X Integrated Distributed DB

AnalyticDB

- Serverless storage
- Elastic resource allocation
- Reduced storage cost
- Supports offline/online hybrid workload

Lindorm

- Supports PB-level multi-model data
- Reduced storage cost
- Millisecond-level response time

Full Database Encryption

- End-to-End Data Encryption
- Database Cloud-Native SQL Ability

Secured Operations + Data Governance + Data Convergence

Public & Hybrid Cloud: Hardware-agnostic Deployment

Alibaba's Cloud-native Data Solutions: Integrated Big Data + AI

云原生数据处理能力：大数据+AI一体化产品体系

阿里灵杰 ALIBABA AI

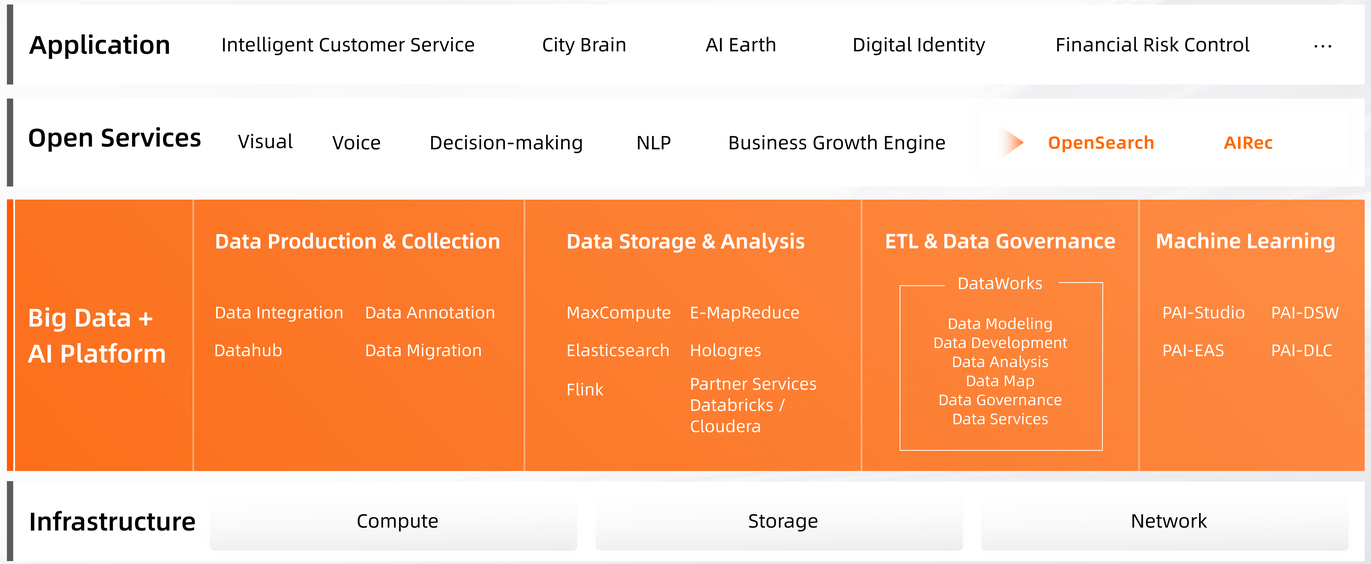
Value Proposition

Scale
大数据、大模型、大应用

Speed
极致的运行、开发、运维效率

Simplicity
标准、像调用函数般易用

Scenario
向场景而生



Alibaba's Cloud Workspace Solution: Enabling Enterprise Productivity and Flexibility

云端一体创建更灵活高效办公环境



Already Embraced by 5000+ Enterprise Customers (1)

Note:
1.Alibaba Cloud Business Analytics, for the twelve months ended September 30, 2021

DingTalk: Ongoing Innovation in Our Productivity Platform to Boost Enterprise Digitalization

持续进化的生产力平台助力企业数字化

Key Metrics

92 Mn (1)

Daily Active Users

47%

Percentage of A-share Listed Companies Using DingTalk (2)

Enterprise Digitalization



New Features



App Market



Ding Da



API



Ding Meeting



Ding Document



Ding Project



Digital ID



Kankan



Mini App

Notes:

1. Daily Active User number is the average number of unique users of working days in the month ended September 30, 2021
2. Alibaba Cloud Business Analytics, as of September 30, 2021

DingTalk: Open Platform Empowers Digitalized Organizations

新开发方式塑造数字化企业

Consolidated HR Platform | Low-code Application Development Platform | Application Connection Platform | Business Process Automation Platform

Open Platform

Organization Digitalization

Business Digitalization

Windows MacOS iOS Android

Robotic Process Automation

Low-cost, agile solutions to integrate enterprise applications and automate repetitive tasks and processes

Low-code Application Development

Ding-Da

1.0 Mn

Low-code Apps Developed since January 1, 2021 (1)

0.9 Mn+

Developers on DingTalk (1)

Cloud Infrastructure + AI Capability

蒙牛 | FOSUN 复星 | 特步 | 越秀地产 YUEXIU PROPERTY | 柳钢集团 LIUZHOU STEEL GROUP | risen 东方日升

Note:
1.Alibaba Cloud Business Analytics, by the end of September 30, 2021

Alibaba Actively Contributing to Open-source Communities

阿里巴巴持续贡献开源生态

2700+
GitHub Open-source Projects[1]

3000+
Contributors[1]

1.1 Mn+
GitHub Stars[1]

Participating in Open-source Communities

RISC-V Eclipse Linux OpenAtom Foundation
Open Container Initiative Apache Software OpenAnolis

Defining Open-source Standards

Apache FLink Alibaba Dragonwell KubeVela
Apache RocketMQ Apache Dubbo OpenYurt

Providing Open-source Access to our Proprietary Technology

PolarDB Xuantie AnolisOS

Note:
1.Alibaba Cloud Business Analytics

Building a New Digital World Powered by Cloud

构建数字新世界


To Make It Easy To Do Business Anywhere
让 天 下 没 有 难 做 的 生 意
Alibaba